Inside & Out

Shareholders were told more good news about sales.

Organizational changes announced at meeting

Several organizational changes resulting from continuing Compaq growth were announced at the annual shareholders' meeting May 18 in Houston.

Two new divisions have been created, headed by Eckhard Pfeiffer, now President, Europe and International Division, headquartered in Munich, Germany; and Mike Swavely, President, North America Division, in Houston.

Pfeiffer had been Senior Vice President, International Operations, since Jan-

uary, 1986, and with Compaq since 1983. Swavely had been Vice President, Sales and Marketing, since April, 1987, and with Compaq since 1982.

In his announcement, President Rod Canion called the changes a reinforcement of the company's "growing prestige around the world."

Three new international officers were appointed. Franz Egermann was named Vice President, Finance and Administration, for Compaq Europe;

Industry advances with revolutionary COMPAQ DESKPRO 386/33

When the COMPAQ DESKPRO 386/33 arrived in the marketplace May 22, President Rod Canion described it as "not just a faster personal computer. It has standard features beyond any desktop PC we've ever produced. It's a significant advance in the PC industry."

Significant, indeed.

· It roars along with 33-MHz, Intel 386 performance.

· It has 64 Kbytes of cache memory.

· It offers eight expansion slots.

· It has integrated VGA graphics.

· It offers space for up to 1.3 gigabytes of high-speed internal disk storage.

· And it's expandable up to 2.6 gigabytes of total system storage.

The result is a 35% performance improvement in CPU-intensive applications, compared with 25-MHz, 386 cache-based systems. Canion noted that moving from COMPAQ DESKPRO 386/20 to 386/25 offers a 25% performance increase.

"The perception has been that performance increases are slowing," he said. "But in fact, they're not."

The new system provides zero wait state 98% of the time. A new fixed-disk

drive controller for high-end drives operates at a transfer rate of 15 megabits per second. These drives have average access times of less than 18 milliseconds and are 1-to-1 interleaved.

Three models are available: the Model 650; the Model 320 and the Model

84. Model numbers indicate fixed disk drive capacity in megabytes. All three models feature a 5 1/4-inch, 1.2-megabyte diskette drive.

With up to five internal storage devices, the user can customize the system. The unit can support two 650-megabyte internal fixed disk drives, or

AstroWorld picnic largest Compaq event ever

Even a viper and a tidal wave couldn't keep Houston-based Compaq employees away from the annual company picnic May 7.

More than 19,000 people attended this year's event at AstroWorld, the 80-acre theme park which is home to the Viper rollercoaster, the Tidal Wave water ride and 48 other rides and attractions. Compaq rented the park, which was closed to the public for the day. The event was the largest in Compaq history.

Employees and their families and guests donned bright red Compaq sunglasses, which were surprise gifts at the gate, and took advantage of the sunny weather to ride the rides, sample the food, play the games and watch the shows.

One attraction was the Compaq talent show, in which 26 acts performed. Acts included rock/jazz bands, dancers, classical musicians and comedy.

"We had a little bit of everything, the best talent we've ever had," says Ruth Howard, talent show coordinator. "It was really a good variety."

Compaq employees and guests didn't have to traverse the Rio Grande for some white-water rafting thrills during the company picnic at AstroWorld. Thunder River provided plenty of rafting fun for even the most experienced. The water ride also provided a way to cool off on a hot, sunny day. For more on the largest-ever Compaq event, please see Page 8.

Industry advances with COMPAQ DESKPRO 386/33,

continued from page 1

four half-height 320-megabyte fixed disk drives. This system incorporates more internal fixed-disk drive storage — 1.3 gigabytes or a billion bytes — than any other desktop.

Canion noted, "In other words, there's internal disk drive capacity for 650,000 average typewritten pages of text."

With the new system, Compaq introduces the Fixed Disk Expansion Unit Models 650 and 300. Now a user has storage potential of 2.6 gigabytes.

Four fixed-disk drives are available in capacities of 84, 110, 320 and 650 megabytes. Two tape backup drives also are available.

In Canion's words, "Users from those stand-alone CAD engineers looking for an angle to network operators downloading databases will find more power and more expansion capability here than in any other desktop PC. Period."

Power, performance and features make the COMPAQ DESKPRO 386/33 an attractive industry-standard platform for multiuser and multitasking applications. The system is ideal as a network file server with its capacity for up to 16 megabytes of interleaved RAM and 2.6 gigabytes of data storage.

As with all COMPAQ systems, the new product is compatible with the existing 28 million industry-standard personal computers. It runs thousands of MS-DOS applications, new applications for Microsoft OS/2 and applications written to Microsoft Windows/386. It also runs UNIX/XENIX software designed for ISA systems.

Two megabytes are included on the system memory board of each model. Optional 2MB memory modules can be installed on this special board for up to 16MB of high-speed, 32-bit system memory without using an expansion slot.

The COMPAQ DESKPRO 386/33 has an eight-slot chassis that includes seven ISA slots in addition to the one high-speed memory slot. Six ISA slots are available for true expandability in all models.

Canion said that while this system has six slots for peripherals, "the comparably configured IBM desktop (Model 70-A21) with maximum memory and video provides only two available slots. That's six available expansion slots compared with their two."

Number crunchers will be interested in the optional, 33 megahertz, Intel 387 and Weitek 3167 coprocessors. Customers can use both coprocessors simultaneously.

The new product also features a 300-watt, steady-state power supply with automatic line switching capability from 110 to 220 and 240 volts.

Early reports on the COMPAQ DESKPRO 386/33 have been positive. At 15 tasks running under OS/2 simultaneously, reading from and writing to the fixed disk, it performs almost four times faster than the IBM PS/2 Model 70-A21 and the IBM PS/2 Model 80-311.

In a public domain benchmark test distributed by the San Diego AutoCad users group, the COMPAQ DESKPRO 386/33 was almost 79% faster than the IBM PS/2 Model 70-A21, and more than twice as fast as the IBM PS/2 Model 80-311.

Another test by Neal Nelson and Associates determined total system performance of the new system compared with DEC VAX 785 and IBM 9370 Model 60 minicomputers running UNIX. The COMPAQ DESKPRO 386/33 ran 58% faster with 38 users.

More strong reviews seem ahead for a product that is the fastest and most expandable desktop, a stand-alone without peer as well as an exceptional network file server and multitasking, multiuser platform.

Canion said the COMPAQ DESKPRO 386/33 "steps well beyond what we have traditionally thought of as a desktop personal computer."

He called the new system "an impressive new Industry Standard Architecture product. A few people would want you to believe ISA has run out of capability, and that a new input-output bus is necessary to handle current applications.

"That is simply not the case."

New vendor list available

The new vendor list for Houston Compaq employees is now available.

The list contains discounts on various services and items —including mechanics, restaurants, hair salons, apartments and more — for all employees. According to Houston-based Association of Compaq Employees representatives, the list contains many new vendors, as well as some who previously offered discounts to employees.
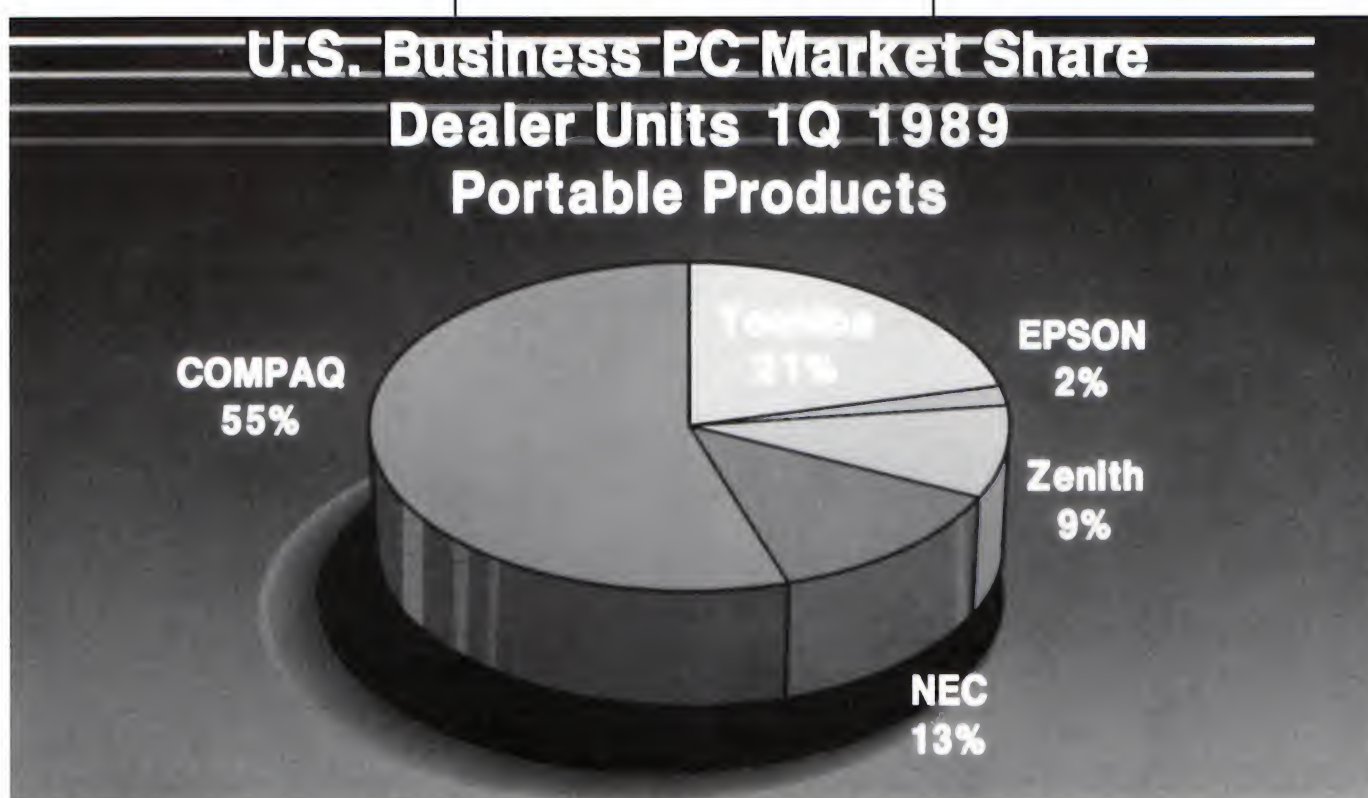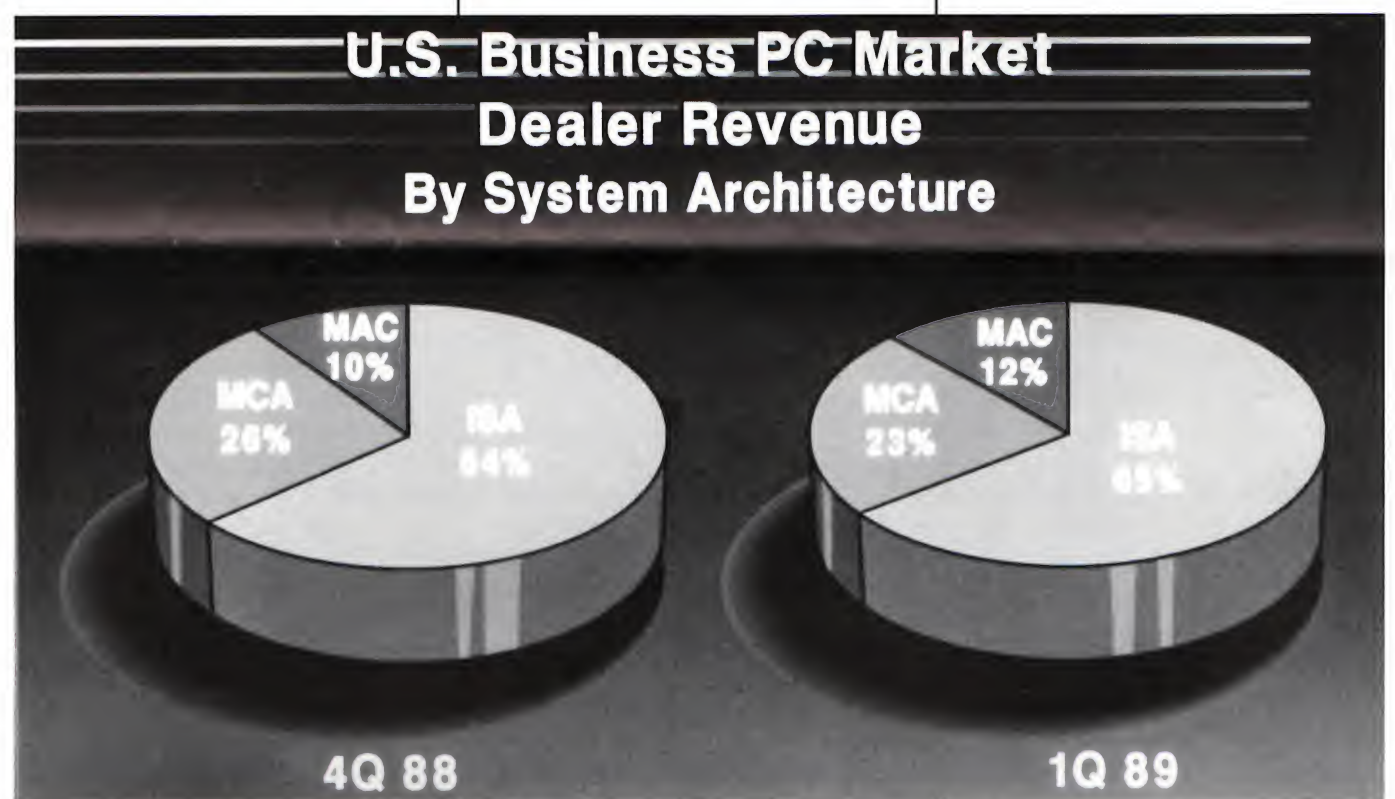
Riverside now home to Compaq Computer Limited

Compaq Computer Limited settled into its new home last month on the River Thames.

The U.K. office of Compaq moved its entire sales, marketing and technical support staff to new offices in Richmond, outside London. The company has taken a 25-year lease on more than 80% of office space in the Richmond Riverside facility, totalling 82,000 square feet of space. An additional 46,000 square feet will be sublet on a short-term basis to provide for further expansion.

Approximately 200 people are employed with Compaq in England.

The new general phone number is 011-441-332-3000. The Fax number is 011-441-332-1961 and the Telex number is 889126 COMPAQ G.

U.S. Business PC Market Dealer Revenue By System Architecture

4Q 88 — MAC 10%, MCA 26%, ISA 64%

1Q 89 — MAC 12%, MCA 23%, ISA 65%

U.S. Business PC Market Share Dealer Units 1Q 1989 Portable Products

COMPAQ 55%, Toshiba 21%, EPSON 2%, Zenith 9%, NEC 13%

Employees launch new A.C.E. chapter in U.K.

Formerly only available to Houston-based employees, the Association of Compaq Employees has spread to the United Kingdom.

Employees at Compaq Computer Limited in the U.K. launched a new chapter of A.C.E. last month with a riverboat ride on the River Thames.

Approximately 100 U.K. employees attended the celebration, which was held on the "New Southern Bell" riverboat as it took them on a two-hour cruise. They were treated to a champagne reception and buffet.

The organization is planning events and employees will be informed of these through a new monthly newsletter. The chairman of the new chapter is Mark Huber.

Organizational changes announced at meeting,

Bernard Maniglier, Vice President, Compaq S.A.R.L. France; and Joe McNally, Vice President and Managing Director, Compaq Computer Ltd., U.K.

"These three newly appointed vice presidents have been critical in establishing and growing Compaq's European business over the last five years," Canion said. "These promotions recognize that contribution and the growing importance of Europe in Compaq's future."

Canion also announced these promotions: Bill Fargo to Senior Vice President, General Counsel and Secretary; Murray Francois to Senior Vice President, Corporate Quality and Materials; Jim Harris to Senior Vice President, Engineering; Gary Stimac to Senior Vice President, Systems Engineering; Bob Vieau to Senior Vice President, Corporate Manufacturing; and Daryl White, Senior Vice President, Finance, and Chief Financial Officer.

Joining Egermann, Maniglier and McNally as new officers were: Doug Johns,

Vice President, Marketing Operations; Mac McLoughlin, Vice President, Western Operations (U.S.); Greg Petsch, Vice President, Manufacturing, CPU Operations; Bill Ramsey, Vice President, Manufacturing, PCB Operations; and Dave Schempf, Vice President and Corporate Controller.

Highlights of company growth in the past year also were presented to shareholders. One chart detailed Compaq growth to No. 202 on the Fortune 500 list of U.S. manufacturing companies. It also was pointed out the company's rank in net income as a percentage of sales — No. 50 on Fortune's list — was perhaps even more significant.

Another slide revealed that among major computer and information companies, only Compaq and Sun Microsystems reported pronounced earnings gains during 1989's first quarter.

Chairman Ben Rosen offered a view of how earnings gains impact stock performance. He said $1,000 invested in IBM stock in December, 1983, would now be worth $900. The same amount in a "market basket" of Dow Jones Industrial stocks would be worth $2,000, and the

Customer Support Representative Patrick O'Donnell counsels with two visitors at the annual stockholders meeting May 18.

same amount in Apple stock worth $4,000.

Rosen said a $1,000 Compaq investment would have climbed to $7,500 over the same period.

Another major development was the Compaq climb to its highest rank to date — No. 2 — in European sales through dealers during the first quarter.

U.S. business market numbers showed other positive results. First-quarter dealer revenue for Compaq reached 28%. IBM had 31%. Compaq climbed from 23% in fourth quarter, 1988. IBM slipped from 35% in the same period.

Compaq accounted for 48% of units sold through dealers in the first three months of 1989. IBM had 28% of dealer units sold in the same quarter. Compaq increased from 43% in the last quarter of '88. IBM dropped from 34%, according to the report from Storeboard, Inc.

Storeboard numbers also showed Compaq regaining the majority of dealer

portable sales with 55% the first quarter, compared with 43% in the last quarter of '88. Toshiba was second with 21%.

Shareholders also were advised that Extended Industry Standard Architecture remains on schedule. The first EISA computers are expected late this year.

Industry support continues to build for EISA, with more than 160 vendors committed.

Compaq also announced its board had adopted a stockholder rights plan to protect shareholders against, among other things, attempts to acquire control of Compaq that are not in the best interests of the company or its stockholders.

The plan is not intended to prevent a takeover, and the company is not aware of any takeover attempts. But the plan will give the board more time to respond to such an attempt. Studies indicate that companies with rights plans generally receive a higher premium in the event of takeover.

Questions are welcome at the annual stockholders meeting. Here, a shareholder steps to the microphone to have his question answered.

Weeks before the meeting, each stockholder receives a form on which he or she is asked to vote on matters to be covered at the annual shareholders meeting. Then, on meeting day, representatives from Compaq and the certified public accounting firm, Price Waterhouse, count ballots.

Surging sales for COMPAQ SLT/286

In its first full quarter, the COMPAQ SLT/286 is experiencing soaring sales.

Storeboard, Inc., reports that among battery-powered, laptop computers, the COMPAQ system accounted for 42% of units sold through dealers in January, February and March. Toshiba, Zenith and NEC were next with 25%, 18% and 10%.

Although introduced last October after the fourth quarter of 1988 began, the COMPAQ SLT/286 accounted for 16% of dealer unit sales. During the full three-month period ending Dec. 31, Toshiba had 30% and NEC 19%.

The laptop from Compaq registered a similar performance in the United Kingdom. Based on value of battery-powered shipments by dealers, Compaq held the lead in the first quarter with 38.1%.

The new product accounted for 3.4% of this market in November of '88, its first full month of sales. It jumped to 32.2% of value of sales though dealers in December. Then it claimed the No. 1 position for each month of the first quarter.

Results were provided by Romtec, the UK market research agency.

Employees raise money for charity

Trio participates in fundraiser

Participating in a charity event usually means joining a committee, but for three Compaq New Design Engineering employees it meant spending an afternoon in "jail" raising bond money — donations for the American Cancer Society.

During the annual Cancer Society fund-raising event, Bob Brent, Keith Mcauliffe and Sonny Hom raised over $1,100 among them.

They were taken into custody at the Compaq Center West CCA6 building. Brent says when he was told sheriff's deputies wanted to speak with him, his first thought was, "What did my sons do?"

Brent was "arrested" for "disorderly conduct," Hom for "aggravated flattery" and Mcauliffe for being a "software extremist." Brent says the three employees were handcuffed and taken to "jail" in a squad car, flashing sirens and all.

Their bail amount was set by a judge.

Brent's bail was the highest because he tried to bribe the female judge with a kiss.

The three spent two hours making phone calls to co-workers requesting donations for the society.

"I called everybody and everybody contributed," Brent says. "They were real nice about it."

Although secretary Virginia Terrell says she was "scared to death" when he was "arrested," Brent says, "It was great. I had a lot of fun."

The "South American, Asian Connection," as dubbed by co-workers, was arrested recently and held in "jail" until the three members raised over $1,100 in donations for the American Cancer Society as part of the organization's annual fund raiser. From left are Keith Mcauliffe, Bob Brent, and Sonny Hom.

Compaq Trash Out Week approaches

It's time to clean out the files

The week is fast approaching when all Houston-based Compaq employees can purge their offices of unwanted paper, better known as trash.

The second annual Trash Out Week will be held June 12-16 and offers employees an easy way to get rid of all unnecessary files, papers and other trash. The event is held in conjunction with the Compaq Corporate Records Retention Program.

A group effort

The organizing team members of this event are from the Records Services Department. They are: Renee Leach, Supervisor, Corporate Office and Record Services; Judy Sitton, Records Analyst; Linda Crawford, Records Coordinator; Judy Diamond, Records Coordinator; and Marilyn Cossie, Micrographics Coordinator.

Leach says Trash Out Week is a group effort with Loss Prevention, Facilities, Mail Room and other departments. Trash Out coordinators have been appointed

within each Compaq department to organize the effort, and will assist "Captain Shred" in completing the mission.

"Their job is to motivate their department to participate in the program," Leach says.

Department coordinators will let the T.O.W. committee know how many boxes employees need to pack the trash. Then, T.O.W. representatives will pick up trash and take it to a central location. Pick up schedules will be posted.

An annual event

Last year, Trash Out Week netted 25 tons, or 600 lateral filing drawers full of paper. This year, Leach says, the goal is 30 tons.

"We feel we'll far exceed that amount," she says.

Much of the trash is burned in the company's incinerator. However, Leach says only confidential information will be burned this year because it takes one hour to burn 1,000 pounds of trash. The rest, she says, will be sold for recycling.

From trash to cool air

Trash burned in the company incinerator is used to cool and heat Compaq Center West buildings. Although it is not the sole source of cooling and heating, the incinerator does allow the company to save money.

According to Jim Rector, Facilities Site Manager, burning the trash causes the regular systems not to work as hard and saves in the cost of hauling trash.

"It's like getting something for free," he says.

Treats for trash

Special prizes will be awarded during Trash Out Week in four categories. Prizes will go to the department with the most trash, the employee with the oldest document, the employee who submits the funniest document and the employee with the oldest publication. Diamond is in charge of awards and says coffee mugs and key chains will go to the winners.

Employees should check with their department coordinator for further Trash Out information.

Danish opening announced

Compaq continues to expand operations in Europe with the opening of its newest subsidiary, Compaq Computer A/S in Copenhagen, Denmark.

The Danish market had previously been supported by Compaq Computer GmbH, the company's European headquarters in Munich, West Germany.

"Compaq business in Denmark has grown to the point that opening a local subsidiary operation will ensure our ability to meet the growing requirements of both our installed user-base and our high-quality dealer network," said Eckhard Pfeiffer, President, Europe and International Division. "Compaq Computer A/S will market the entire COMPAQ product line and will provide full service and technical support to the growing number of Authorized COMPAQ Computer Dealers in Denmark."

John Marlet has been named General Manager of the new subsidiary. A Danish national, he has 13 years experience in sales and marketing management with IBM Denmark.

Compaq builds a firm foundation for giving

Donation program continues to expand

When Compaq donated more than 50 personal computers earlier this year to the Houston READ Commission, the event marked a milestone in the company's charitable giving program.

Not only was the donation the largest ever made by Compaq to a single organization, it also was the first from the new Compaq Computer Foundation.

The READ Commission coordinates activities and resources development for 13 Houston-area agencies that provide literacy services. It estimates there are approximately 500,000 functionally illiterate people in the area.

The commission will use the COMPAQ personal computers to improve administrative efficiency and to help people learn to read at literacy centers around the city.

The Compaq Computer Foundation was funded in late 1988 with a substantial gift of cash and computers from the corporation. The foundation solidifies the company's commitment to positive economic and social action in the community.

"Compaq, as a corporate citizen, has the same civic responsibilities as individual citizens. We want to help those in need, and to give in a way that improves the quality of life in the community," said Compaq President Rod Canion. "It's important that all of us put something back into this world, and, in so doing, make it a better place for all of us to live. This thinking is at the heart of our corporate giving philosophy. We want to be as effective in our giving as we are in our business."

James Eckhart, Senior Vice President, Human Resources and Public Affairs and President of the Compaq Computer Foundation, said, "The philosophy of Compaq giving has always been to improve the quality of life in communities where Compaq has a significant presence. The Compaq Computer Foundation will help ensure that we can do this."

The history of giving

The Compaq Computer Foundation is new, but the company's charitable activities are not. Compaq has donated equipment to various charitable agencies and organizations almost from its beginning.

Equipment donations began informally in the company's early years. Requests increased so quickly, however, that it became necessary to establish a formal process to deal with them.

Rod Canion asked Compaq vice-presidents Eckhart, Jim Harris, John Gribi and Bill Fargo to form a Corporate Contributions Committee. Once formed, the committee set about developing guidelines for contributions decisions. Initially, they decided to direct donations to organizations which would benefit the community as a whole, have the greatest impact on the most people, and involve Compaq employees as donors or volunteers. That philosophy has evolved into a set of more specific policies over the years.

During the recent Houston READ Commission donation ceremony, the 50 donated COMPAQ personal computers were given a try by commission volunteers and students.

"With limited resources, we were looking for an area in which we could have a significant impact," said Eckhart. "Health and human services agencies seemed to be that area —and the fact that those agencies were making the most requests confirmed our view." These agencies became the focus of Compaq giving.

The committee also restricted its donations to agencies in the Houston area because the great majority of Compaq employees live and work there.

Evolving guidelines

Although the emphasis of corporate giving continues to be on Houston-area health and human services, the company also has recently made important donations to arts and educational organizations.

What the company donates is expanding, too. Corporate contributions in the past were limited almost exclusively to equipment. The Foundation is now making direct cash grants to charitable organizations when appropriate.

Most importantly, the volume of giving is escalating rapidly. Compaq donated only about 65 computers to various organizations in 1987. Almost 200 computers were donated in 1988. Lou Ann Champ, Corporate Contributions administrator, said that through the Foundation, Compaq hopes to donate substantially more computers in 1989 to many more groups.

Greater logistics

Champ explained that she screens about 50 requests for donations each week, asking all contribution applicants for information on their organization and why they believe they merit Compaq support. Small requests that meet all the company's guidelines can be approved quickly. Larger requests are sent to the Contributions Committee.

A wide variety of contributions

Compaq contributions have benefited a wide range of organizations including the American Heart Association, the American Cancer Society, Teen Health Clinic, Sam Houston Area Council of the Boy Scouts, the Alley Theatre, League of United Latin American Citizens (LULAC) and the Buffalo Bayou Sesquicentennial Park project.

Equipment requests generally serve the administrative needs of the organizations which make them; cash requests serve varied purposes. The cash grant to the Boy Scouts, for instance, underwrites special programs and camping experiences for underprivileged inner-city youngsters.

Compaq sometimes makes both product and cash contributions as it did recently to Channel 8, the Houston public television station. Compaq underwrote an evening of the station's multi-night fundraising "Teleauction," donated products for the auction and even supplied company volunteers to answer phones.

The company also makes a substantial cash contribution each year to the United Way, a unified fund-raising campaign for dozens of public service groups. Houston-area Compaq employees additionally donated more than $200,000 to assist the local 1988 United Way campaign.

A two-way benefit

Rick Scott, Manager, Public Affairs, said contributions often bring tangible benefits to Compaq employees. These include discounts on tickets to local theaters and memberships to the YMCA. However, when a contribution directly benefits employees, it legally must come directly from the company and not from the Foundation, Scott said, so Compaq will continue to make corporate donations in addition to gifts out of the Foundation.

Scott said a less tangible, but no less significant, advantage of corporate giving is that it enhances the overall quality of life in the community.

Eckhart agreed, stating: "When we can help provide a disadvantaged youth with a positive experience, or help make it possible for an adult to learn how to read, or to rehabilitate a drug addict, those things don't necessarily touch our employees directly, but they touch us all indirectly.

"American corporations have a strong tradition of corporate support for social services," Eckhart continued, "and Compaq is proud to become part of that tradition. We as a company care about community, and making contributions is a way to demonstrate our concern."

A giving future

Employees will continue to see innovations as the contributions program evolves. The company is exploring ways in which employees can have a more active role in directing company contributions.

The committee of Gribi, Fargo, Harris and Eckhart will continue to shape policies and respond to the many requests received. Chances are, they'll enjoy it. "It feels great to be able to help so many worthwhile organizations," said Eckhart. "Bringing the spirit of kindness and generosity into the workplace is wonderful."

Worldwide press heralds company's newest computer

The company's newest product — the COMPAQ DESKPRO 386/33 — was announced worldwide last month with press conferences and Authorized Dealer events.

Compaq Canada celebrated the announcement May 23 in Toronto by welcoming President Rod Canion to the press conference, which was followed by a dealer event. This was the first time Canion had visited the subsidiary since its opening in November, 1985.

Many international subsidiaries announced the new product by holding press conferences. Some delivered press kits to each Authorized Dealer and sent press releases to the major publications. A few international announcements were followed by major account events and Extended Industry Standard Architecture (EISA) updates by Compaq executives.

The May 23 announcement date was doubly important to C.C. Norway A.S. It coincided with the largest data exhibition held in the country and the new COMPAQ product played a starring role.

Seen in the Press

PC Magazine

April 25
(William Zachmann column)

"From the start, Compaq has set itself apart by repeatedly offering innovative yet standard systems. The first was an IBM compatible transportable. Compaq was one of the few vendors to bring out a 10-MHz and then a 12-MHz 286 system as early as or earlier than Wyse and AST. Then, months before IBM, Compaq was the first vendor to bring out an AT-compatible system based on the Intel 386.

"Compaq still remains ahead of IBM by many measures of 386 system sales. It was first to deliver a 25-MHz 386 desktop system and first to bring out an excellent 386 portable with a high quality display. The COMPAQ SLT/286 broke new ground for a high-performance hard-disk portable that could really run on a battery."

Fortune

April 24

"Bringing up the rear this year was the computer and office equipment group, short-circuited by sluggish demand for mainframes and minicomputers. 'Smaller computers are offering more and more bang for the buck,' says Daniel Benton of Goldman Sachs. Compaq, a PC maker whose stock climbed 36%, was the only stock in the group to give investors any kind of lift. 'Compaq is a marvel,' Benton says. 'It's the best-managed company I follow.' "

Computer Reseller News

April 17

"Dealers of the COMPAQ SLT/286 Models 20 and 40 laptops are saying that while sales and demand for the computers remain heavy and availability is spotty, having the Compaq name models on their shelves is giving them a competitive edge in the growing laptop market.

"ComputerLand/Pittsburgh President Mark Vincent said his company has sold all the Model 40s 'we can get our hands on,'. . . The Compaq name carries a lot of weight.

". . .Vincent said dealers fall into being somewhat starstruck by Compaq. One symptom of that syndrome is high expectations for the product and how it, in turn, should please the customer, he said.

"At a Dardick/Connecting Point store (in Richmond, Va.), Director of Sales John Harbaugh said even without promoting the product or advertising they have it, Dardick sells between six and ten COMPAQ SLT/286s a month."

MIS Week

April 17

"Zenith Data Systems was the most prominent advocate of the AT compatible EISA bus (at Spring Comdex) . . . Wearing a button reading 'EISA!' Zenith Director of Product Development Kevin Mankin said his company is going ahead with its EISA plans after dumping Micro Channel Architecture designs last year.

"Mankin said Zenith had MCA designs in prototype, but found, through querying its distribution channels, that customers did not want to sacrifice backward compatibility.

". . . Bob Puette, general manager of Hewlett-Packard's personal computer group, said his company is firmly in the EISA camp. 'We were one of the initial supporters, a member of the Gang of Nine, and have been working closely with our friends at Compaq.'

"At the show, Puette carried demonstration models of the connectors used for PC-bus and EISA, showing that a PC or AT-bus card would fit an EISA connector without modification. Puette said this is proof that customers will be able to migrate PC and AT-bus add-on cards into EISA machines if they choose."

Electronic News

April 24

"About $200 million of Compaq debt has been rated BB-plus by Standard & Poor's. The issue had been rated B-plus. S&P increased the Compaq rating because this Houston-based maker of PCs for businesses continues to post extremely strong revenue and earnings gains. Rapid growth reflects wide name recognition, extensive retail distribution channels and very short cycles for designing and bringing PCs to market."

PC World

May

"Powerful transportables are more available than ever. To help you make the smartest buy, PC World and National Software Testing Laboratories have taken a comparative look at the top eight."

On the COMPAQ PORTABLE III—

" . . . a solid, reliable, suitcase-shaped machine that features outstanding memory expandability, the best keyboard in the roundup and Compaq reliability. But it has been out for two years, a long time in this volatile market."

On the COMPAQ PORTABLE 386—

"It boasts a gigantic CPU-speed RAM capacity and, of course, it is a lot faster than the COMPAQ PORTABLE III. Its 20-MHz CPU gives it the best performance scores in the roundup by a considerable margin. In fact, it runs only a hair slower than a 20-MHz IBM Model 80."

On the COMPAQ SLT/286—

"This blazing battery-powered system is exceedingly small, delightfully light and fast — the fastest 286 laptop we've tested . . . Performance is stunning. Not only does it take first place among all the 286 transportables tested by National Software Testing Laboratories, it even beat the COMPAQ DESK-PRO 286. It passed the NSTL Crash Test without incident . . . Battery life is outstanding. Compaq claims three hours, but in actual use the machine was still chugging away after nearly four . . . Performance, portability and especially the beautiful display are tops. The COMPAQ SLT/286's only significant drawback is price, but in this instance, price and value are directly related."

InfoWorld

May 1
(From John Gantz column)

"Every year or two since I started writing this column, I say something nasty about laptop computers, and a flood of angry letters surfaces from laptop enthusiasts.

"Despite their protests, though, in the past they couldn't shake my basic arguments — that the tough-to-read screens, media incompatibility with desktops and weight of accouterments like instruction and software manuals — made laptops almost more trouble than they were worth.

"But things have changed. Everybody's using 3 1/2-inch disks, screens are a lot better and basic applications are down pat. And prices are coming down.

"The fact that Compaq has a credible offering out — its COMPAQ SLT/286 won the InfoWorld Product of the Year Award for laptops — and that Apple is coming out with one this summer indicates there will be a more powerful vendor push.

". . . The accommodation of manufacturers like Compaq and NEC to the notion of laptops as remote peripherals in making docking units is another sign that our applications and our working behavior is now ready for the laptop era."

Computer Reseller News

April 24

"The Extended Industry Standard Architecture platform will soon have minicomputer giant Digital Equipment Corp.'s complete backing, as the $12 billion manufacturer is planning to come to market with a line of EISA-based microcomputers.

"DEC support of EISA would represent a major boost for the emerging platform and comes at a time when speculation has centered on DEC's preparing a Micro Channel strategy for its personal-computer products. But DEC has rejected the MCA alternative for EISA, sources said."

BYTE

May

"The Extended Industry Standard Architecture bus will overtake Micro Channel in about a year, says a man who sells bus connectors. Fernando Ramirez, a sales engineer for Burndy Corp., which makes EISA and Micro Channel connectors, says his company already has big commitments to buy EISA connectors from several makers of IBM PC AT compatibles. The EISA connector features a bi-level slot that can accommodate boards made for ATs as well as the 32-bit EISA boards when they arrive."

Houston Business Journal

May 22

"No one can precisely pinpoint the date Houston's economy stopped free-falling and began to turn around. But the consensus is that the local recovery began in early 1987.

"In the process of Houston's journey back to economic health, certain events stand out in sharp relief as hallmarks of Houston's returning prosperity. These events were the economic equivalent of the first crocuses of spring for those Houstonians savvy enough to catch their significance.

"April 9, 1986, Compaq Computer debuted on the Fortune 500 at No. 463. The Houston-based computer manufacturer became the first company in history to join this elite corporate ranking in less than four years. Compaq earned its slot with sales of $503.9 million — an impressive showing for a four-year-old.

"The significance of Compaq's arrival in the big leagues was that it marked the creation of a new local industry. Despite the multitude of energy-related, high-tech research and development firms that have been part of Houston for generations, the city had never had a clean, high-tech computer manufacturing company that provided thousands of research, assembly and management jobs. Thanks to Compaq, now it does . . ."

PC Week

May 22

"Techtel Corp., a market research company in Emeryville, Cal., bases the (quarterly) surveys on responses from a national panel of more than 670 corporate and institutional buyers of PC products.

"Data from the latest survey, conducted in April, shows the Compaq name continuing to lead the high-positive-opinion rates among PC manufacturers. Compaq maintained its position with a rate of 95% in the April survey, a performance consistent with its previous score of 96% in January and 94% in July, 1988."

Compaq family participates in SIRE

Volunteer organization needs assistance

Through an area non-profit program, handicapped children can learn new skills and have a lot of fun, as Mike Tullis of Compaq and his daughter, Kimberly, have discovered.

The program, Self-Improvement Thru Riding Education or SIRE, a volunteer organization accredited by the North American Riding for the Handicapped Association, teaches horseback riding to children with handicaps. The group is based at the Bluebonnet Riding Academy, 1611 Huffmeister Rd. in Cypress.

According to Cindy Lindh, executive director, the organization's riding activities help participants improve gross and fine motor skills, enhance balance and posture, stimulate the cardiovascular system, increase the ability to follow directions, improve memory utilization, develop sequencing abilities, gain self-confidence and develop a friendship with an animal. Students also learn grooming skills and how to care for their horses.

Tullis, an ASIC Memory Manager at Compaq Center West, says his daughter has only been involved in the program for a year. But, he says he can already see improvement. "Physically, it's hard to tell. Mentally, there has been a lot of improvement," he says.

Kimberly rides her horse twice a week and is aided by two physical therapists and three volunteers.

Because so many volunteers are required per student, Lindh says the program is in need of more. She says a few Compaq employees volunteer their time to the program and the 30 students.

To volunteer, call Peggy Wagner, 351-0071, or Diane Ardissono, 251-0864.

Kimberly Tullis rides her horse with help from SIRE volunteers Siri Schuchardt, foreground, and Missy Benton.

Mike Tullis, a Compaq ASIC Memory Manager, and daughter, Kimberly.

Time management class yields tips

Because many people have trouble using their time well, Houston Compaq Center's Management and Professional Development Department offers periodical personal time management courses.

Taught by Joe Wexler, Senior Specialist, the course is offered approximately every six weeks at the Willowchase facility. During the course, Wexler says, students are taught to understand their patterns of how they use time and find which errors they commonly make. Then, he says, they are taught how to fix the problems.

Participants also watch a time-management film and learn to use a Daytimer planner.

Wexler says his favorite time management tip involves a strategy used when someone comes in an office and asks to talk to the individual for "just a minute." Wexler says he stands up and does not offer the co-worker a seat. That way, he says, the impromtu meeting does not take longer than necessary.

The following is a list of time management tips gathered from participants of a recent class.

· Make a list of short- and long-term objectives
· Organize things-to-do list in priority order.
· Make sure each meeting has a definite purpose.
· Establish a "need to read" stack and set aside time to read.
· Make sure paperwork is important before sending it to others.
· Organize desk and files.
· Take name off distribution lists if not required.
· Keep a record of how time is spent.
· Delegate when possible.
· Learn to say "no."
· Develop a good support team.
· Don't create time problems for others.
· Use a Daytimer planner.
· Finish thoughts before answering the phone.
· Insist that meetings start on time.
· Use E-mail instead of paper.
· Be realistic when making plans and include a list of needed resources to accomplish them.
· Don't put off unpleasant tasks.
· Don't wait until deadlines to act.
· Break down long-term tasks into smaller tasks.
· Achieve balance between personal and professional time.
· Don't take work home; leave private life at home.
· Get a better start in the morning.
· Learn to deal effectively with interruptions.
· Use waiting time constructively.
· Handle each piece of paper only once and don't paper shuffle.
· Write short notes instead of memos.
· Be patient, bad habits are hard to break, good habits are hard to make.
· Regularly discuss group goals and objectives.
· View "dead time" as "quality time."
· Avoid travelling during heavy traffic.
· Ask for an agenda before going to a meeting.
· Require that all employees attend time management class.

Compaq products now in Venezuela

COMPAQ personal computers are now available in Venezuela through two Authorized Dealers — Micro Express and OEP. The company will also provide comprehensive sales training and technical support programs for these dealers.

"Because of the increased demand for COMPAQ products throughout Latin America, we saw the need to have fully-trained Authorized COMPAQ Computer Dealers in these countries," said Tom Howard, Director, International Marketing and Development.

The increased presence of Compaq in these countries is part of a continuing international expansion program. In April the company announced the opening of Compaq Computer Norway A.S., bringing the total number of wholly-owned subsidiaries to 13, and also announced the authorization of dealers in Chile and Colombia.

Bugs Bunny was one host to Compaq tots at AstroWorld during the company's employee picnic. Other fictional characters, including some from "Looney Toons," entertained the children during the many shows.

Picnic a success

According to Houston-based Association of Compaq Employees representatives, who organized the event, those attending had a wonderful time. Following are some employee comments forwarded to A.C.E.

* "The picnic was great. Compaq should do this every year." — Diana Warman

* "My family and I had a terrific time at the recent Compaq event at Astro-World." — Kelan Silvester

* "We really enjoyed the picnic yesterday at AstroWorld. It was great fun for all. I think everyone had a fantastic time and I vote for this again next year." — Jean Cleghorn

* "I feel very fortunate to work for a company that would put something like this together. I realize that a lot of people had to do a lot of work, not including the expense, to provide this for employees and their families. This year's picnic was the best ever. I believe everyone had a great time." — Glenda Stubbs

* "My husband, daughter and I enjoyed the Compaq family picnic at AstroWorld very much. Thank you for all the time and hard work you put into this and all the other events you have sponsored." — Cathy Hanlon

Members of the A.C.E. staff will recommend AstroWorld to the board of directors as the picnic site for next year.

Face painting was an added attraction during the AstroWorld event.

The Compaq Talent Show gave many employees an opportunity to show off their special talents. There were 26 acts in the show.

Many Compaq employees and guests took advantage of the free food and drinks at the company picnic.

AstroWorld is so large — 80 acres — that big, easy-to-read maps are a must.

COMPAQ